

Executive Forum 2005

**Export of Services: Hype or High Potential? –
Implications for Strategy-Makers**

**Exporting Environmental Services –
a Clean Sweep of the Marketplace**

The Panel

Moderator:

Ms. Rachel Thompson, APCO

London, United Kingdom

Panellists

Mr. Tikhala Chibwana, Chief Executive
Malawi Environmental Endowment Trust
Blantyre, Malawi

Mr. Seteng Motalaote, CEO
Wave Sanitation Services
Gaborone, Botswana

Focus of the Debate

- Do you agree with the proposition and, if so, what represents a realistic follow-up plan of action?
- In what business areas and markets do greatest opportunities exist? What are the impeding factors? How can they most effectively be addressed?
- Should strategy-makers use a particular sequence of reform to raise environmental standards, thereby improving export prospects?
- How can international affiliations (business partnerships) improve domestic environmental protection and increase environmental services provision capacity? What are the main components to get right in such partnerships?
- Is there a linkage between the local manufacture of environmental-related equipment and the development of environmental services export capacity? If so, what can strategy-makers do to support this linkage?